

Good Morning!

Today's
Procurement Connections Webinar

Ready, Set, GROW!

will begin shortly.





Ready, Set, GROW!

VIRTUAL

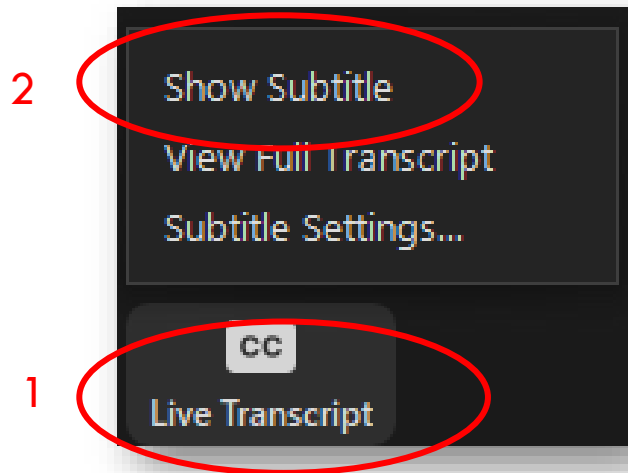
PROCUREMENT CONNECTIONS WEBINAR

Welcome!

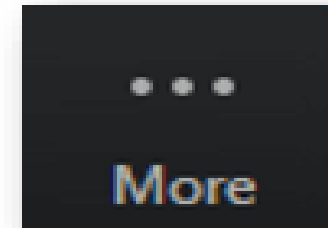
June 15, 2022

Live Transcription and/or Closed Captioning

- Go to bottom of the screen and select “Live Transcript” option
- Select “Show Subtitle”



- If you do not see “Live Transcript”, choose the “More” option (three dots) at the bottom of your screen
- Select “Show Subtitle”



Today's Coordinating Team

Pamela Gregory

Chief of Staff

Alison Tavik

Director of Communications & Outreach

Nichelle Johnson

MBE Compliance Manager

Tanita Johnson

SBR Compliance Manager

Eduardo D. Hayden

Small Business Outreach Manager

Things to Consider

- Reminder that today's webinar is being recorded
- All attendees are in "listen only" mode (automatically muted and cameras are off)
- **All communication & questions must be typed and submitted through the Q&A window** (find it at the bottom of your screen)
- We will engage in an Exit Poll at the end of the presentations
- We will share final reminders, upcoming classes, resources & partners, and how to obtain today's slide deck presentation

AGENDA

- Opening Remarks by Special Secretary Jimmy Rhee
- Socioeconomic Procurement Programs Overview
- Mining Public Data
- Agency Presentations
- Panel Discussion
- Moderated Q&A Session – if you have a question for one of our presenters, list the presenter or agency name, then list your question.
- Closing Remarks

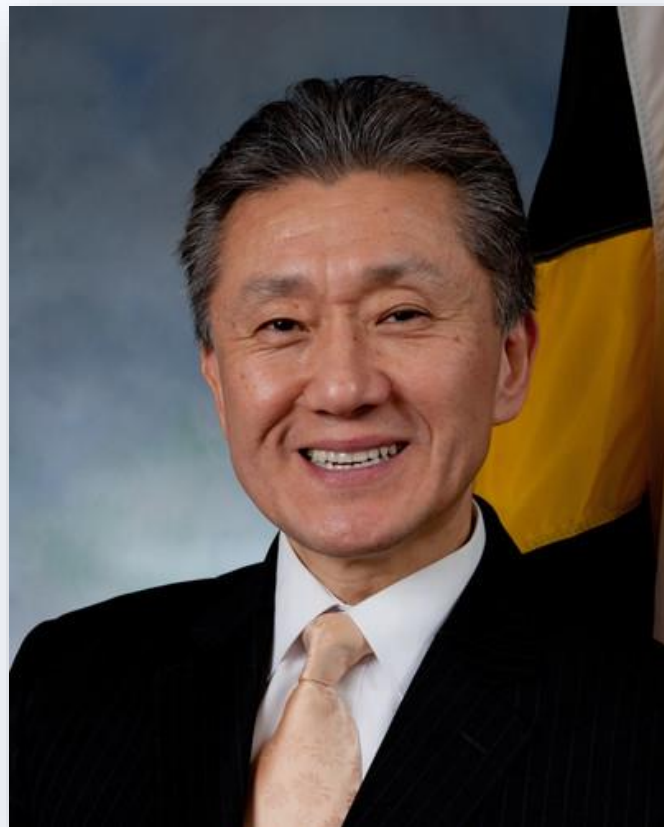


GOVERNOR'S OFFICE
OF SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS

Jimmy Rhee

Special Secretary

<https://www.youtube.com/watch?v=OjObxpBa2KY>





Overview

Socioeconomic Procurement Programs
Mining Public Data



Nichelle Johnson

MBE Compliance Manager



Governor's Office of Small, Minority & Women Business Affairs

- Oversight, monitoring, and compliance of three socioeconomic procurement programs across 70 state agencies/departments
 - Small Business Reserve Program
 - Minority Business Enterprise Program
 - Veteran-Owned Small Business Enterprise Program
- Conduct statewide outreach and training programs
 - Technical Training Classroom webinars
 - Ready, Set, GROW! Procurement Connections webinars and workshops
- Host online resources for small business growth and development

<https://goMDsmallbiz.maryland.gov>



State Procurement Programs

Small Business Reserve (SBR) Program

- Prime contracting program
- 15% set-aside
- Race and gender neutral
- State-defined small business eligibility standards apply
- Online certification process (eMMA)
- Annual renewal

Minority Business Enterprise (MBE) Program

- Subcontracting program
- 29% aspirational goal
- Race and gender specific
- Application-based certification process
- Annual review

Veteran-Owned Small Business Enterprise (VSBE) Program

- Subcontracting program
- 1% aspirational goal
- 3-Step certification process includes **verification** of veteran status
- Annual renewal

MBEs and VSBEs are encouraged to perform as a prime contractor.

What is Procurement?



The act of obtaining or buying goods and services through a process that includes preparation, processing, selection, compliance, and approval of payments.

- *State Finance and Procurement Articles (SF&P)*
- *Code of Maryland Regulations (COMAR)*

State Contracting Pipeline



**eMaryland Marketplace
Advantage (eMMA)**

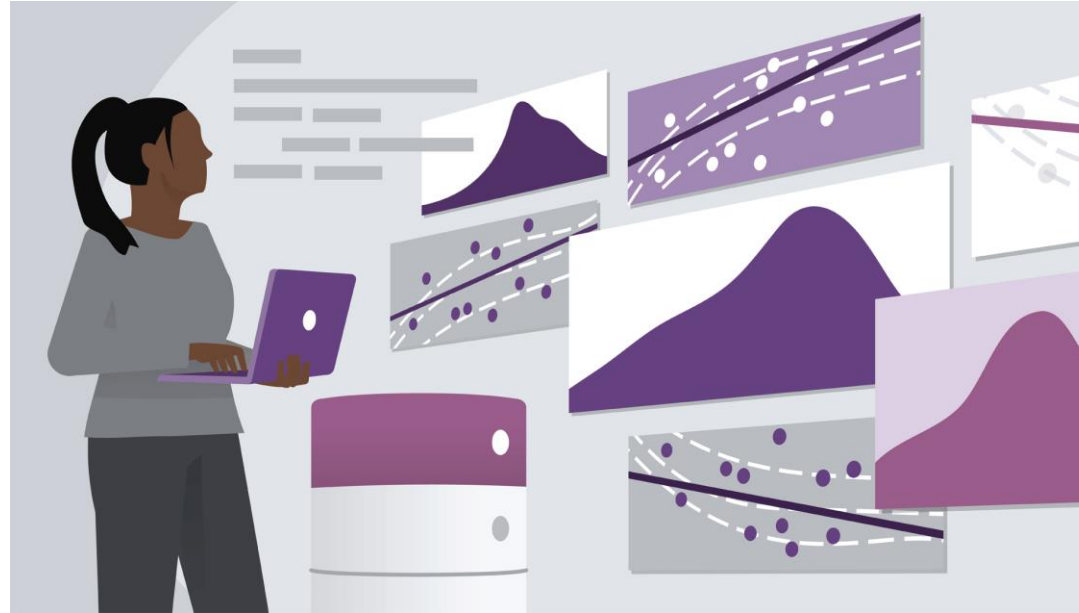


Procurement Forecast



Board of Public Works

What is Data Mining?



The process of searching out and extracting usable data from a larger data set for the purpose of finding patterns and correlations.

The information can be used to increase revenues, cut costs, improve customer relationships, reduce risk, and more.

Data Mining



Prime Contractors

- Competitors
- Pricing
- Contracting cycles
- Purchasing agencies
- Purchasing officers

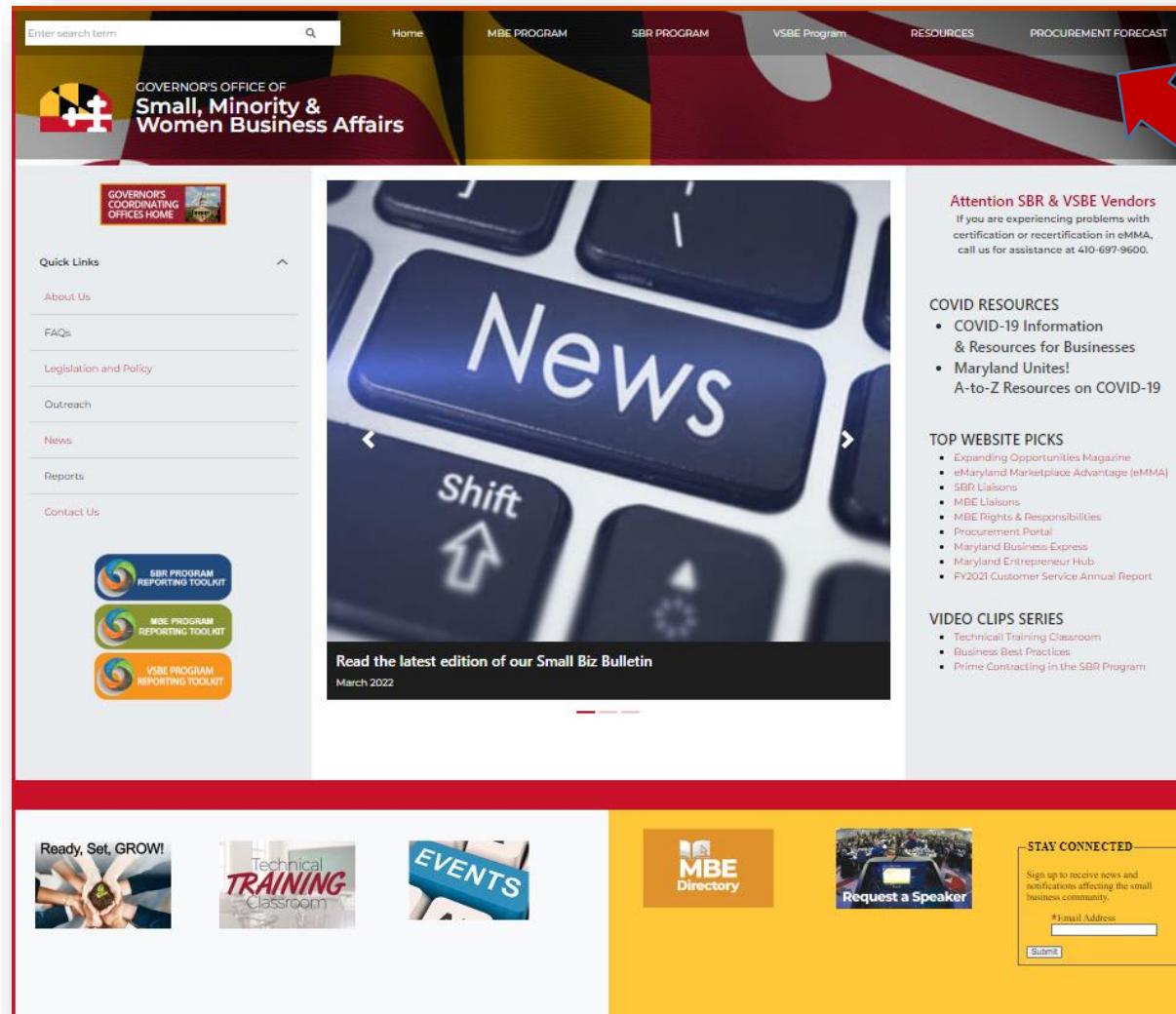


Sub Contractors

- Primes who win state contracts
- Contracting cycles
- Socioeconomic program inclusion
- Purchasing agencies

Procurement Forecast

<https://goMDsmallbiz.maryland.gov/>



Note: The data shown in the following samples represent past solicitations. If you replicate the steps as illustrated, you will not get the same results. Your search results will show real time data.

Procurement Forecast

Home


MBE PROGRAM

SBR PROGRAM



VSBE Program

RESOURCES

PROCUREMENT FORECAST



GOVERNOR'S OFFICE OF
Small, Minority & Women Business Affairs



Quick Links

Procurement Forecast Portal

Welcome to Maryland's Procurement Forecast Portal for Fiscal Year 2022.

This database is populated with projected purchases of \$100,000 and above for the current fiscal year. Not all projected purchases will be made as indicated in the Procurement Forecast.

We strongly advise you to connect with the buyer directly for details and updates.

To obtain the contact information of the buyer, download your search results by clicking on "EXPORT TO EXCEL" below.

Search

Export To Excel

Reset All Filters

Search by Agency

Search by Procurement Categories

Search by Contract Value

Search by Region

Search by Projected Advertisement Dates

Agency Name: Archives

Procurement Category: Engineering Services

Procurement Method: Sole Source

Description: Lighting and Fixture

Example #1 Results

Partial View

A	D	C	F	I	J	K	L	M
Agency Name	Incumbent Name	Current MBE/DBE Participation	Description	Estimated Total Contract Award (no options)	Term of Contract	PO Name	PO Phone	PO Email
Housing and Community Development	Dovenmuehle Mortgage, Inc.	15.00%	Single Family Bond Funded Mortgage Subservicing	\$5,000,001 to \$10,000,000	5 years or more	Paul Dickman	301-429-7566	paul.dickman@maryland.gov
Transportation - Office of the Secretary	Knott Technology, Inc.	0.00%	Gigamon Wan Software Maintenance FY 18-19	\$15,000 to \$99,000	1-2 years	Joe Palechek	410-865-1137	jpalechek@mdot.maryland.gov
Police	LB&B	30.00%	Crime Lab Building Maintenance	\$1,000,001 to \$5,000,000	5 years or more	DGS	DGS	DGS
Transportation - Port Administration	Marine Technologies, Inc.	0.00%	Seafender Removal	\$15,000 to \$99,000	3-4 years	Olu Fawehinmi	410-385-4568	ofawehinmi@marylandports.com
Stadium Authority	Malstrom Electric, Inc.	12.00%	On-Call General Electrical Services	\$500,001 to \$1,000,000	2-3 years	John Samoryk	410-223-4147	jsamoryk@mdstad.com
Comptroller	NEC Corporation of America	25.00%	PBX III	\$500,001 to \$1,000,000	5 years or more	Mike Balderson	410-260-6330	mbalderson@comp.state.md.us
University of Maryland, Baltimore		0.00%	Microscopes	\$10,000,001 to \$20,000,000	5 years or more	Kristal Burgess	410-706-0772	mailto:kburgess@umaryland.edu
Coppin State University			Resident Hall Bathroom Renovations	\$1,000,001 to \$5,000,000	Less than 1 year	Thomas Dawson	410-951-3792	thdawson@coppin.edu
Housing and Community Development	Dovenmuehle Mortgage, Inc.	15.00%	Single Family Bond Funded Mortgage Subservicing	\$5,000,001 to \$10,000,000	5 years or more	Paul Dickman	301-429-7566	paul.dickman@maryland.gov

Example #2 Search

[Home](#) [MBE PROGRAM](#) [SBR PROGRAM](#) [VSBE Program](#) [RESOURCES](#) [PROCUREMENT FORECAST](#)

GOVERNOR'S OFFICE OF
Small, Minority & Women Business Affairs

Quick Links

Procurement Forecast Portal

Welcome to Maryland's Procurement Forecast Portal for Fiscal Year 2022.

This database is populated with projected purchases of \$100,000 and above for the current fiscal year. Not all projected purchases will be made as indicated in the Procurement Forecast.

We strongly advise you to connect with the buyer directly for details and updates.

To obtain the contact information of the buyer, download your search results by clicking on "EXPORT TO EXCEL" below.

Search - Description

General Services

Search by Region and Category

\$15,000 to \$99,000

Search

Export To Excel

Reset All Filters

Search by Region

Search by Projected Advertisement Dates

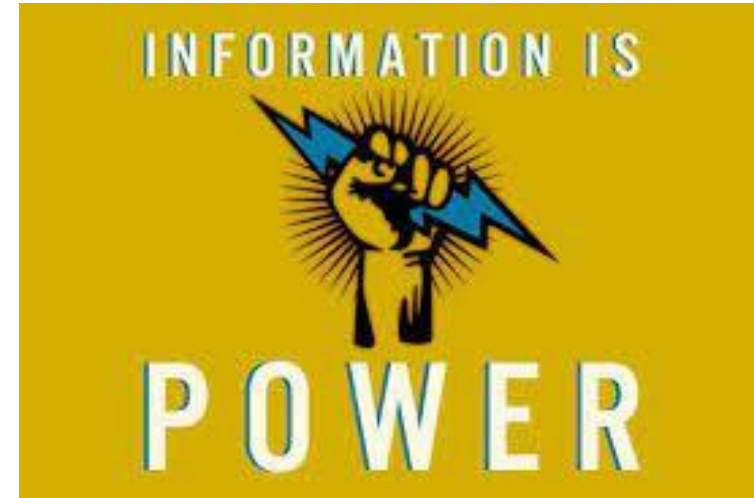
Example #2 Results

Partial View

Procurement Category	Procurement Method	Description	Location/Delivery of Se	PO Name	PO Phone	PO Email
Supplies and Equipment	Competitive Sealed Bid	REMOVAL	STATEWIDE	Calvin Gladden	410 767-4281	calvin.gladden@maryland.gov
Maintenance	Other	CENTER (310 & 311 W SAR	CENTRAL MARYLAND	Calvin Gladden	410 767-4281	calvin.gladden@maryland.gov
Maintenance	Competitive Sealed Bid	DGS- UNARMED UNIFORMED GUARD AT HYATTSVILLE DC/MS	SOUTHERN MARYLAND	Calvin Gladden	410 767-4281	calvin.gladden@maryland.gov
Maintenance	Competitive Sealed Bid	ELEVATOR MAINTENANCE AND REPAIR @ 6 ST. PAUL STREET	CENTRAL MARYLAND	Calvin Gladden	410 767-4281	calvin.gladden@maryland.gov
Supplies and Equipment	Competitive Sealed Bid	STATEWIDE POLICE VEHICLES TYPE 3	STATEWIDE	Allegra Daye	410 767-4032	allegra.daye1@maryland.gov
Supplies and Equipment	Competitive Sealed Bid	STATEWIDE 2021 VANS & SUV'S	STATEWIDE	Allegra Daye	410 767-4032	allegra.daye1@maryland.gov
Supplies and Equipment	Competitive Sealed Bid	STATEWIDE 2021 LIGHT DUTY TRUCKS	STATEWIDE	Allegra Daye	410 767-4032	allegra.daye1@maryland.gov
Architectural Services	Architectural/Engineering	IQC - PROFESSIONAL SERVICES AGREEMENT	STATEWIDE	Trudy Liller	410-767-4296	trudy.liller@maryland.gov
Maintenance	To Be Determined	Kenneth Weaver Building - Repave Parking Lot and Replace Lighting	CENTRAL MARYLAND	Courtney League	410767-5516	courtney.league@maryland.gov
Maintenance	To Be Determined	Hillsboro Natural Resource Police - Building Security	EASTERN SHORE	Courtney League	410767-5516	courtney.league@maryland.gov
Maintenance	To Be Determined	Mount Nebo Wildlife Management Area - Interior Renovations and MOSH Lighting Compliance	WESTERN MARYLAND	Colleen Haynes	410767-4995	colleen.haynes@maryland.gov
Maintenance	To Be Determined	Bear Creek Hatchery - Renovate Office Shop building HVAC, Insulation, Doors	WESTERN MARYLAND	Courtney League	410767-5516	courtney.league@maryland.gov
Maintenance	To Be Determined	Albert Powell Fish Hatchery - Dock and Railing Replacement	WESTERN MARYLAND	Courtney League	410767-5516	courtney.league@maryland.gov
Construction	Competitive Sealed Bid	INSTALL NEW FIRE PANEL	CENTRAL MARYLAND	Colleen Haynes	410767-4995	colleen.haynes@maryland.gov
Construction	Competitive Sealed Bid	REPL RUBBER MEMBRANE/STONE ROOF TO TPO W/OUT ROCK	SOUTHERN MARYLAND	Colleen Haynes	410767-4995	colleen.haynes@maryland.gov
Construction	Competitive Sealed Bid	REPL ROOF & STONE W/TPO MEMBRANE W/OUT STONE	EASTERN SHORE	Colleen Haynes	410767-4995	colleen.haynes@maryland.gov
Construction	Competitive Sealed Bid	REMOVE ELEVATOR CARS, CONTROLS & REPL WITH NEW.	EASTERN SHORE	Colleen Haynes	410767-4995	colleen.haynes@maryland.gov

Key Data Points

- What's coming in the next 6 months?
- What are the dollar values?
- Is there an incumbent I will be competing against?
- What type of work is being designated to small businesses exclusively?
- What kind of contracts typically have socioeconomic goals?
- Which prime contractors are winning work where I can perform as a subcontractor?
- Is there enough opportunity to make it worth my effort?
- Has any of the work been held over to the next fiscal year?



State Contracting Pipeline



**eMaryland Marketplace
Advantage (eMMA)**



Procurement Forecast



Board of Public Works

<https://goMDsmallbiz.maryland.gov>



Ready, Set, GROW!

VIRTUAL

**MARYLAND
DEPARTMENT OF
PUBLIC SAFETY AND
CORRECTIONAL
SERVICES**

Small Procurements & Credit Card Purchases

Category I (\$0 - \$5,000)

- On-Call Maintenance Services in the categories:
 - Electrical Work
 - Plumbing
 - Mechanical
 - HVAC
- Lock-Smith for Jail Cells
- Kitchen Appliances
- Walk-In Refrigerators
- IT equipment (laptops, etc)

Category II (\$5,001 - \$15,000)

- Fresh Produce
- Sports Products
- Small Kitchen Appliances
- Court Reporters
- IT equipment

Category III (\$15,001 - \$50,000)

- Large Appliances – Washers and Dryers
- Pool Tables
- Minor Renovations Projects
- Pest Control Services
- Landscaping/ Grounds Keeping
- Temporary Staffing Services
- Interpreter Services
- Background Services
- IT equipment and Licenses

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR Designated	Bid Opening Date
BPM024464	Arthur Peterson	Law Enforcement Driver Training Simulator	No/No	July 13, 2022

Formal Procurements

\$50,000+ at the state level

Pipeline Opportunities

Purchasing Officer (Buyer)	Description	Estimated Value	Fiscal Year Qtrr
Zylina Sanders	Pest Control	\$200,00	FY23
Zylina Sanders	Recovery Housing	\$2,000,000	FY23
Michelle Frierson	Interpreter Services	\$200,000	FY23

MBE & SBR Liaisons

Minority Business Enterprise (MBE) Liaison & Small Business Reserve (SBR) Liaison

Shawana O. Blackston

MBE Manager

410-585-3024

Shawana.overby-blackston@Maryland.gov

Procurement Officer

Debbie Pecora, CMPO

Procurement Manager, Procurement Services

443-279-8851

Debbie.pecora1@maryland.gov

Governor's Office of Small, Minority & Women Business Affairs





<https://procurement.maryland.gov/>

OFFICE OF STATE PROCUREMENT

YASIN MOHAMMED
DIRECTOR
YASIN.MOHAMMED@MARYLAND.GOV

Ready, Set, GROW!

VIRTUAL

June 15, 2022

Small Procurements & Credit Card Purchases

Category I

(\$0 - \$5,000)

- Office Supplies, Hardware, Catering, Uniforms, etc.
- **Most of these purchases are made off Statewide contracts. If there is no contract in place, agencies may reach out directly.**

Category II

(\$5,001 - \$15,000)

- Office Supplies, Hardware, Catering, Uniforms, etc.
- **Most of these purchases are made off Statewide contracts. If there is no contract in place, agencies may reach out directly.**

Category III

(\$15,001 - \$50,000)

- Office Supplies, Hardware, Catering, Uniforms, etc.
- **Most of these purchases are made off Statewide contracts. If there is no contract in place, agencies may reach out directly.**

Formal Procurements

\$50,000+ at the state level

Current Opportunities

<u>Bid #</u>	<u>Buyer</u>	<u>Description</u>	<u>MBE/SBR Designated</u>	<u>Bid Opening Date</u>
BPM029694	David Renfro	Purchase of Stone Aggregates	No	07/05/2022
BPM030073	Talea Gillespie	Replace HVAC Systems	Yes	06/22/2022
BPM030120	Ken Iyare	Landscaping Services	No	06/30/22

Formal Procurements

\$50,000+ at the state level

Pipeline Opportunities

<u>Purchasing Officer (Buyer)</u>	<u>Description</u>	<u>Estimated Value</u>	<u>Fiscal Year Qtr</u>
TBD	Maintenance @Elkton District Courthouse/MultiService Center	\$100 to 500K	4 th Qtr
TBD	Supplies and Equipment –Statewide Patrol Hats, Blouses and Breeches	\$500K to 1mil	4 th Qtr
TBD	Unarmed Guard Services at the Ristean District Courthouse/Multiservice Center	\$100 to 500K	4 th Qtr

MBE & SBR Liaisons

Minority Business Enterprise (MBE) Liaison & Small Business Reserve (SBR) Liaison

Carla Thompson
SBR and MBE Liaison
410-697-9667
Carla.Thompson@maryland.gov

Governor's Office of Small, Minority & Women Business Affairs





**MOTOR VEHICLE
ADMINISTRATION**

Ready, Set, GROW!

VIRTUAL

**MARYLAND
DEPARTMENT OF
TRANSPORTATION
MOTOR VEHICLE
ADMINISTRATION
MDOT MVA**

**MICHELE KELLY
SOCIOECONOMIC MANAGER
MKELLY9@MDOT.MARYLAND.GOV
MVA.MARYLAND.GOV**

June 15, 2022

Small Procurements & Credit Card Purchases

Category I (\$0 - \$5,000)

- Janitorial Supplies
- Office Supplies
- Maintenance parts/services (examples include: HVAC, Plumbing, and Electrical)
- Hardware/Finishing supplies
- Educational/Training/Reference Books/Materials
- Apparel

- Purchases in this category are made by credit card. Cardholders are encouraged to certified Small Businesses, Veteran-Owned Small Businesses and Minority Businesses when contracts are not available.

Category II (\$5,001 - \$15,000)

- Reference Books
- Cabins, Storage Buildings Pre-Engineered in Kits, Ready to Assemble
- Landscaping Services
- Janitorial Services
- Apparel
- Small Information Technology software and/or subscription services

- Purchase Orders are issued for Category II Procurements. Including available certified Small Businesses, Veteran-Owned Small Businesses and Minority Businesses is highly encouraged when contracts are not available

Category III (\$15,001 - \$50,000)

- Landscape Services
- Janitorial Services
- HVAC Services
- Elevators & Escalator Maintenance Services
- Fire Control / System Services
- Generator Maintenance Services
- Secure Data Destruction Services
- Unarmed Security Services

- Procurements in this category are solicited eMaryland Marketplace Advantage (emma). Certified Small Businesses, Veteran-Owned Small Businesses and Minority Business firms are included when available.

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR Designated	Bid Opening Date
BPM022560 Alternate ID V-HQ-20090-S	Jessica Mettle	Vehicle Emissions Inspection Program (VEIP) Management and Operations	30% MBE Goal 1% Veteran Goal	7/29/2022

Formal Procurements

\$50,000+ at the state level

Pipeline Opportunities

Purchasing Officer (Buyer) Dominic Edet	Description	Estimated Value	Fiscal Year Qtr
	Snow Removal	\$112,500.00	FY2023
	Pest Control	\$55,000.00	FY2023
	Janitorial Services for various Branch Offices	≥\$50,000.00	FY2023
	Landscaping Services for various Branch Offices	≥\$50,000.00	FY2023
	Interpretation Services to provide:	≥\$50,000.00	FY2023
	On-Demand Remote Interpretation Services include Over-the Phone Interpretation (OPI), Video Remote Interpretation (VRI) and Document Translation		

MBE & SBR Liaisons

Minority Business Enterprise (MBE) Liaison & Small Business Reserve (SBR) Liaison

Michele Kelly
Socioeconomic Manager
(410) 424-3784
mkelly9@mdot.maryland.gov

Procurement Officer
Dominic Edet
Procurement Manager
(410) 768-7033
dedet@mdot.Maryland.gov





UNIVERSITY OF
MARYLAND

Ready, Set, GROW!

VIRTUAL

**UNIVERSITY OF
MARYLAND
COLLEGE PARK**

ANTHONY M. HARMON
MANAGER
BUSINESS INCLUSION & SUPPLIER DIVERSITY

June 15, 2022



UNIVERSITY OF
MARYLAND

WELCOME !



Ready, Set, GROW !

Doing Business with the University of Maryland Procurement 101

PROCUREMENT AND BUSINESS SERVICES

Anthony Harmon – Office of Business Inclusion & Supplier Diversity

University of Maryland, College Park

2113R Chesapeake Building

College Park, MD 20742

301 405-6055

aharmon4@umd.edu



For more information go to the Procurement Website:
www.purchase.umd.edu

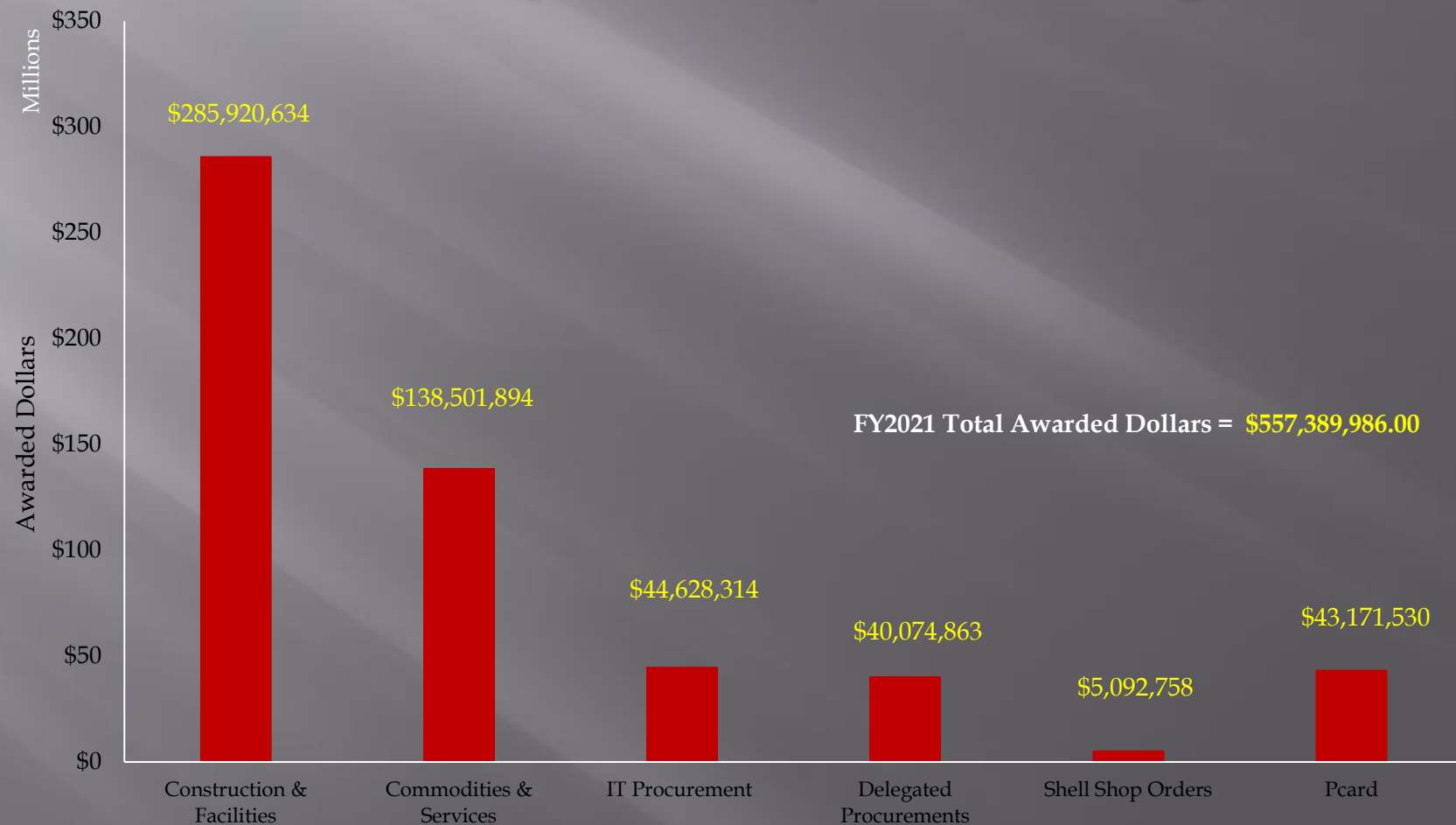


Doing Business with University of Maryland College Park

Procurement Data Highlights FY2021

- UMD had 123,356 Purchase Card (Pcard) buys totaling **\$43,171,530**.
- UMD issued 10,270 delegated Purchase Orders (POs) totaling **\$45,167,615**.
- UMD Procurement issued 1,816 POs/Contracts totaling **\$259,971,006**.
- UMD Procurement processed 697 amendments totaling **\$209,079,835**.
- UMD awarded **\$49,090,619** and spent **\$59,399,337** with Minority Business Enterprise (MBE) firms.
- UMD spent **\$27,495,543** with State of Maryland certified Small Businesses (SBRs).

Doing Business with University of Maryland College Park



Doing Business with University of Maryland College Park

Procurement Process

- Delegated to Departments:
 - Up to **\$5K** on University Visa Purchasing Cards (Pcards)
 - Up to **\$25K** on Delegated Procurements.
 - Purchase Orders (POs) Over **\$25K** on Vendor Contract Releases.
 - Competitive Solicitation Process:
 - **\$25K-\$200K** - Simplified Acquisition two or more informal quotes solicited by procurement (competitive bids).
 - **Over \$200K** - Formally advertised on eMaryland Marketplace Advantage (eMMA) using either Request for Purchase (RFP) or Invitation for Bid (IFB).
 - Consortia-Based Procurements:
 - Utilize existing contracts (state & higher education consortiums).
 - Single/Sole Source Procurements:
 - **\$25K & Above** requires sole source justification.
- ❖ **Any of these may be reserved for Small Business Reserve (SBR) only Competition**

Small Procurements & Credit Card Purchases

P-card (\$0 - \$5,000)

- Promotional Items
- Banners
- Bulletin Boards
- White Boards
- Trash Receptacles
- Uniforms & Clothing
- Office Supplies

Small Non-competitive (\$5,000 - \$25,000)

- Automotive Parts
- Scientific Equipment
- Athletic Equipment
- Laboratory Supplies
- Marketing Materials
- Website Design
- Medical Supplies
- Facilities Supplies

Unique Things We Buy

Procurements (>\$25,000)

Industrial Equipment & Supplies

- Scientific
- Healthcare
- Laboratory
- Testing
- Food Service
- Research
- Animal Care
- Fire Alarm maintenance
- Boiler maintenance

Facilities Services & Supplies

- Carpet Replacement
- Carpet Cleaning
- Window Washing
- Lawn Maintenance
- Snow Removal
- Facilities Repair
- Duct Cleaning
- Lighting Replacement
- Door Replacement
- Millwork
- Painting
- Moving Services

Information Technology

Ways we purchase:

➤ Cooperative Contracts

- Maryland Education Enterprise Consortium (MEEC):
<http://meec-edu.org/>
- Maryland Department of General Services (DGS):
<http://www.dgs.maryland.gov/>
- Maryland Department of Information Technology (DOIT):
<http://doit.maryland.gov/>

➤ Solicitations

- Over **\$200K** - eMaryland Marketplace Advantage (eMMA):
<https://procurement.Maryland.gov>
- Under **\$200K** – Direct Solicitation
<https://purchase.umd.edu/>

➤ Sole Source

- Where only one supplier is used - & must be justified.

UMCP & Client Institutions



➤ Department of Planning & Construction:

- Capital Projects (> \$5 M)
- Campus Projects (up to \$5 M)

➤ Construction & Facilities Procurement:

➤ Contract/Delivery Methods:

- Construction Management at Risk (CMAR)
- Design-Build w/ Guaranteed Maximum Price (GMP)
- Design-Bid-Build (Bids for Design & Build)

Architecture & Engineer (A&E) Indefinite Delivery Contract (IDC):

- Indefinite Delivery Contract:
- Full Service A&E
- A&E – Small Business Reserve (SBR):
- Civil & Structural A&E
- Mechanical, Electrical & Plumbing (MEP) Design Services

On-Call Construction Contracts

Construction Management at Risk (CMAR) – Currently 6 firms.

Design-Build – Currently 5 firms.

General Contractor - Currently 6 firms.

ISSUES TO REMEMBER

- Certification (MDOT/MBE/DBE/VSBR/SBR).
- Registration (eMMA).
- Know what UMD needs and whether YOU can supply the needs.
- Thoroughly READ the Solicitation & ANSWER the Questions presented.
- Find out the UMD Procurement Process.
- Understand the UMD Procurement Cycles.
- Find out the Point of Contact (POC) for each Solicitation, AND
- Build Relationships with YOUR clients.

eMaryland Marketplace Advantage (eMMA):

- Solicitations are advertised/posted on eMaryland Market Place (<https://procurement.maryland.gov>), which is the State of Maryland's central bid board system.
- Please Register!

Business Diversity Information

eMaryland Marketplace Advantage “eMMA”

(Maryland’s Procurement Opportunities Portal for UMCP, other State Education Institutions, and State and County agencies)

- <https://procurement.Maryland.gov>
- Website Technical Support (410) 767-1492
 - a. Register in eMaryland Marketplace Advantage (eMMA).
 - b. Complete the optional Small Business Reserve (SBR) screens if eligible.

Maryland MBE/DBE Program (Certification Program)

- www.mdot.maryland.gov/MBE_Program/index.html
- (410) 865-1269 or (800) 544-6056
- Subcontractors on UMCP Contracts must be Maryland Department of Transportation (MDOT-MBE/DBE) Certified.

Procurement Contacts

Send Capabilities Statement to:

Roland Jones, Director Strategic Sourcing
rjones38@umd.edu
301-405-3372

Rex N. Fitch, CPCM, Director Construction and Facilities
rnfitch@umd.edu
301-405-5818



PANEL DISCUSSION

PANELISTS

Michele Kelly

MDOT – Motor Vehicle Administration

Anthony M. Harmon

University of Maryland – College Park

Yasin Mohammed

Maryland Department of General Services

Moderated by:

Alison Tavik

Governor's Office of Small,
Minority & Women Business Affairs

Upcoming Webinars and Workshops

Technical Training Classroom Webinars

Tuesday June 28, 2022

10:00 am

[Proposal Writing 1: Reading A Solicitation](#)

Thursday, June 30, 2022

10:00 am

[Proposal Writing 2: Developing An Outline](#)

Doing Business with Maryland Casinos (In-person)

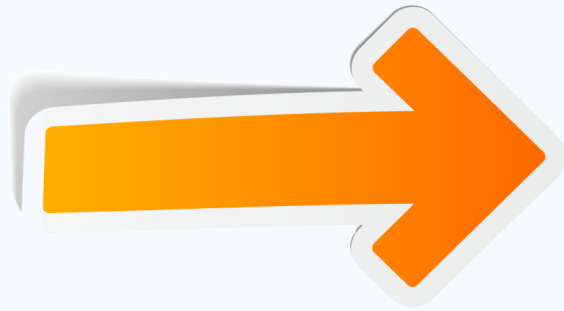
[June 21, 2022 – MGM National Harbor](#)

[June 22, 2022 – Live! Casino](#)

[June 23, 2022 – Horseshoe Casino](#)



To register to receive our and notices of all upcoming classes & workshops and monthly bulletin go to www.goMDsmallbiz.maryland.gov.

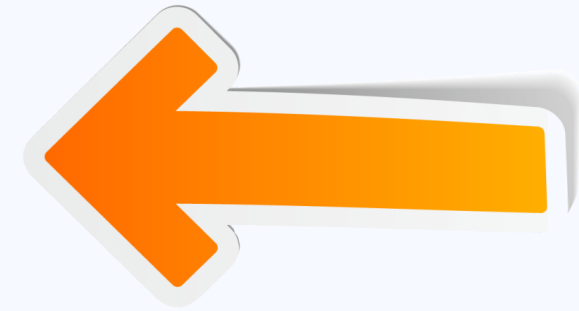


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Resources & Partners

Governor's Office of Small, Minority & Women Business Affairs

<https://gomdsmallbiz.maryland.gov/Pages/default.aspx>

Maryland's Office of Minority Business Enterprise (OMBE)

<https://www.mdot.maryland.gov/tso/pages/Index.aspx?PagelD=90>

Maryland Department of Commerce

Maryland Financial Incentives for Business

<https://commerce.knack.com/maryland-funding-incentives>

Maryland Small Business Development Center (SBDC)

<https://www.marylandsbdc.org/>

Maryland Procurement Technical Assistance Center (PTAC)

<https://www.mdptac.org/>

Greater Baltimore SCORE

<https://greaterbaltimore.score.org/>

Maryland Women's Business Center (MWBC)

<https://marylandwbc.org/>

Baltimore-Metro Women's Business Center (Balt-Metro WBC)

<https://www.baltmetrowbc.org/>



Thank you!



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